

PT Bank Rakyat Indonesia (Persero) Tbk.

BANK BRI
Melayani Dengan Setulus Hati

TECHNOLOGY

INFRASTRUCTURE

DIGITAL EDGES

FY'2016 - Financial Update Presentation

E-COMMERCE

E-OFFICE

SECURE ACCESS

MARKET RESEARCH



Financial Updates (*consolidated*)

Financial Update

| | |
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BRI (Consolidated)

Financial Highlights (Consolidated)

| | 2015 | Q1'16 | 1H'16 | 9Mo'16 | 2016 | Δ yoy |
|--|---------|---------|---------|---------|-----------|-------|
| Asset/Liabilities | | | | | | |
| Total Assets (IDR Billion) | 878,426 | 864,939 | 907,843 | 931,693 | 1,003,644 | 14.3% |
| Total Loans (Gross) (IDR Billion) | 581,095 | 584,276 | 615,576 | 630,902 | 663,420 | 14.2% |
| Total Deposits (IDR Billion) | 668,995 | 658,736 | 683,739 | 694,843 | 754,526 | 12.8% |
| Asset Quality | | | | | | |
| NPL (gross) | 2.10% | 2.29% | 2.39% | 2.31% | 2.13% | |
| Liquidity | | | | | | |
| LDR | 86.86% | 88.70% | 90.03% | 90.80% | 87.93% | |
| CASA | 57.82% | 55.18% | 55.63% | 56.13% | 59.09% | |
| Profitability | | | | | | |
| Net Profit (IDR Billion) | 25,411 | 6,252 | 12,182 | 18,975 | 26,228 | 3.2% |
| Subsidiaries Profit Contribution | 0.81% | 1.84% | 1.11% | 1.86% | 1.81% | |
| NIM | 7.91% | 8.02% | 8.25% | 8.23% | 8.10% | |
| ROE Tier 1 | 29.05% | 26.73% | 23.62% | 22.26% | 21.80% | |
| ROA before tax | 3.99% | 3.58% | 3.51% | 3.45% | 3.67% | |
| Cost Efficiency Ratio (CER) | 43.68% | 43.22% | 44.38% | 44.29% | 43.68% | |
| Operating Expense to Operating Income | 67.81% | 72.33% | 72.65% | 73.51% | 70.33% | |
| Capital | | | | | | |
| Tier1 CAR | 16.68% | 15.84% | 18.21% | 20.48% | 21.54% | |
| Total CAR | 20.39% | 19.38% | 21.65% | 21.46% | 22.69% | |

Note: √ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T
 √ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Balance Sheet *(consolidated)*

IDR Billion

| Description | 2012 | 2013 | 2014 | 2015 | 2016 | YoY |
|------------------------------------|----------------|----------------|----------------|----------------|------------------|--------------|
| Total Assets | 551,337 | 626,183 | 801,984 | 878,426 | 1,003,644 | 14.3% |
| - Gross Loans | 362,007 | 448,345 | 510,697 | 581,095 | 663,420 | 14.2% |
| - Government Bonds (Recap) | 4,316 | 4,511 | 4,304 | 3,816 | 3,318 | -13.0% |
| - Other Earnings Assets | 132,720 | 115,690 | 213,094 | 197,021 | 237,338 | 20.5% |
| Total Earning Assets | 499,042 | 568,546 | 728,094 | 781,931 | 904,077 | 15.6% |
| Earning Assets Provision | (14,916) | (15,419) | (16,163) | (17,515) | (22,807) | 30.2% |
| Total Earning Assets (net) | 484,126 | 553,127 | 711,931 | 764,416 | 881,270 | 15.3% |
| Total Non Earning Assets | 67,211 | 73,055 | 90,053 | 114,010 | 122,375 | 7.3% |
| Total Liabilities & S.E | 551,337 | 626,183 | 801,984 | 878,426 | 1,003,644 | 14.3% |
| Total Customer Deposits | 450,166 | 504,281 | 622,322 | 668,995 | 754,526 | 12.8% |
| - Demand Deposits | 80,075 | 79,337 | 90,052 | 114,367 | 142,547 | 24.6% |
| - Saving Deposits | 184,365 | 212,997 | 236,395 | 272,471 | 303,270 | 11.3% |
| - Time and Certificate Deposits | 185,726 | 211,948 | 295,875 | 282,157 | 308,709 | 9.4% |
| Other Interest Bearing Liabilities | 15,784 | 20,896 | 57,435 | 68,601 | 70,349 | 2.5% |
| Non Interest Bearing Liabilities | 20,505 | 21,678 | 24,522 | 27,703 | 31,956 | 15.4% |
| Tier I Capital | 52,325 | 67,270 | 83,344 | 93,437 | 139,786 | 49.6% |
| Total Shareholder's Equity | 64,882 | 79,327 | 97,706 | 113,127 | 146,813 | 29.8% |

Note: √ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T
 √ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Income Statement (*consolidated*)

IDR Billion

| Description | 2012 | 2013 | 2014 | 2015 | 2016 | YoY |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Interest Income | 49,610 | 59,461 | 75,122 | 85,434 | 94,788 | 10.9% |
| Interest Expense | (13,127) | (15,355) | (23,680) | (27,154) | (27,212) | 0.2% |
| Net Interest Income | 36,484 | 44,106 | 51,442 | 58,280 | 67,576 | 16.0% |
| Net Premium Income | | | | | 64 | |
| Fee & Other Opr. Income | 8,390 | 8,348 | 9,299 | 13,855 | 17,218 | 24.3% |
| Gross Operating Income | 44,873 | 52,455 | 60,741 | 72,135 | 84,858 | 17.6% |
| Other Operating Expenses | (19,491) | (22,381) | (26,715) | (31,276) | (37,101) | 18.6% |
| Pre Provision Operating Profit | 25,382 | 30,074 | 34,026 | 40,860 | 47,757 | 16.9% |
| Provision | (2,700) | (3,946) | (5,719) | (8,900) | (13,791) | 55.0% |
| Non Operating Income (Net) | 1,177 | 1,782 | 2,497 | 535 | 9 | -98.3% |
| Profit Before Tax n Minor. Int. | 23,860 | 27,910 | 30,804 | 32,494 | 33,977 | 4.6% |
| Net Profit | 18,687 | 21,354 | 24,227 | 25,411 | 26,228 | 3.2% |
| EPS | 757.5 | 865.6 | 982.1 | 1,030.1 | 1,063.2 | 3.2% |

BRI (Bank Only)

Financial Highlights

| | 2015 | Q1'16 | 1H'16 | 9Mo'16 | 2016 | Δ yoy |
|---------------------------------------|---------|---------|---------|---------|---------|-------|
| Asset/Liabilities | | | | | | |
| Total Assets (IDR Billion) | 845,998 | 832,092 | 872,970 | 894,360 | 964,001 | 13.9% |
| Total Loans (Gross) (IDR Billion) | 558,436 | 561,098 | 590,691 | 603,461 | 635,291 | 13.8% |
| Total Deposits (IDR Billion) | 642,774 | 631,781 | 656,122 | 665,529 | 723,845 | 12.6% |
| Asset Quality | | | | | | |
| NPL (gross) | 2.02% | 2.22% | 2.31% | 2.22% | 2.03% | |
| NPL (nett) | 1.22% | 1.35% | 1.43% | 1.18% | 1.09% | |
| Liquidity | | | | | | |
| LDR | 86.88% | 88.81% | 90.03% | 90.68% | 87.77% | |
| CASA | 59.21% | 56.54% | 56.89% | 57.61% | 60.57% | |
| Profitability | | | | | | |
| Net Profit (IDR Billion) | 25,204 | 6,137 | 12,047 | 18,623 | 25,753 | 2.2% |
| NIM | 8.13% | 8.09% | 8.43% | 8.41% | 8.27% | |
| ROE Tier 1 | 29.89% | 26.55% | 25.24% | 23.97% | 23.08% | |
| ROE B/S | 24.39% | 21.44% | 20.51% | 20.00% | 19.98% | |
| ROA before tax | 4.19% | 3.65% | 3.68% | 3.59% | 3.84% | |
| Cost of Fund (CoF) | 4.24% | 3.98% | 3.96% | 3.89% | 3.83% | |
| Cost Efficiency Ratio (CER) | 43.81% | 42.06% | 43.59% | 43.56% | 42.77% | |
| Operating Expense to Operating Income | 67.96% | 71.11% | 71.39% | 71.56% | 68.93% | |
| Capital | | | | | | |
| Tier1 CAR | 16.76% | 15.84% | 18.56% | 20.88% | 21.91% | |
| Total CAR | 20.59% | 19.49% | 22.10% | 21.88% | 22.91% | |

Note: √ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T
 √ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)
 √ NPL (nett) is after provision for impaired loan

Note: Numbers stated in this page are bank only

Balance Sheet

(IDR Billion)

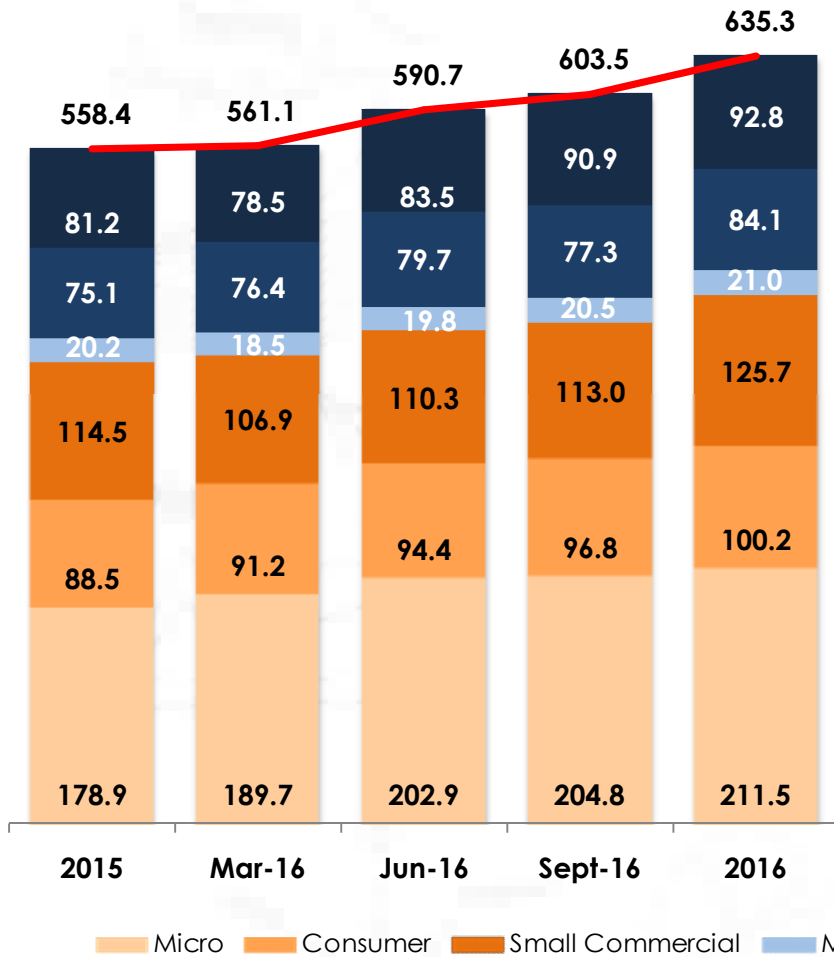
| Description | 2015 | Mar'16 | Jun'16 | Sep'16 | 2016 | g(YoY) | g(QoQ) |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|-------------|
| Total Assets | 845,998 | 832,092 | 872,970 | 894,360 | 964,001 | 13.9% | 7.8% |
| - Gross Loans | 558,436 | 561,098 | 590,691 | 603,461 | 635,291 | 13.8% | 5.3% |
| - Government Bonds (Recap) | 3,816 | 3,818 | 3,817 | 3,818 | 3,318 | -13.0% | -13.1% |
| - Other Earnings Assets | 190,735 | 195,829 | 180,245 | 196,168 | 230,252 | 20.7% | 17.4% |
| Total Earning Assets | 752,987 | 760,744 | 774,753 | 803,447 | 868,862 | 15.4% | 8.1% |
| Earning Assets Provision | (17,030) | (18,657) | (20,567) | (22,326) | (21,944) | 28.9% | -1.7% |
| Total Earning Assets (net) | 735,957 | 742,087 | 754,186 | 781,121 | 846,918 | 15.1% | 8.4% |
| Total Non Earning Assets | 110,041 | 90,004 | 118,784 | 113,239 | 117,083 | 6.4% | 3.4% |
| Total Liabilities & S.E | 845,998 | 832,092 | 872,970 | 894,360 | 964,001 | 13.9% | 7.8% |
| Total Customer Deposits | 642,774 | 631,781 | 656,122 | 665,529 | 723,845 | 12.6% | 8.8% |
| - Demand Deposits | 112,989 | 108,150 | 109,202 | 115,204 | 140,764 | 24.6% | 22.2% |
| - Savings | 267,607 | 249,037 | 264,054 | 268,186 | 297,649 | 11.2% | 11.0% |
| - Time Deposits | 262,178 | 274,593 | 282,866 | 282,139 | 285,432 | 8.9% | 1.2% |
| Other Interest Bearing Liabilities | 67,712 | 55,725 | 61,441 | 63,646 | 68,659 | 1.4% | 7.9% |
| Non Interest Bearing Liabilities | 23,120 | 32,673 | 22,755 | 25,430 | 26,038 | 12.6% | 2.4% |
| Tier I Capital | 89,992 | 89,915 | 110,333 | 132,066 | 136,670 | 51.9% | 3.5% |
| Total Shareholder's Equity | 112,392 | 111,913 | 132,652 | 139,755 | 145,458 | 29.4% | 4.1% |
| Book Value per Shares *) | 4,555.96 | 4,536.57 | 5,377.23 | 5,665.16 | 5,896.34 | 29.4% | 4.1% |

Note: √ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T
 √ Tier 1 CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

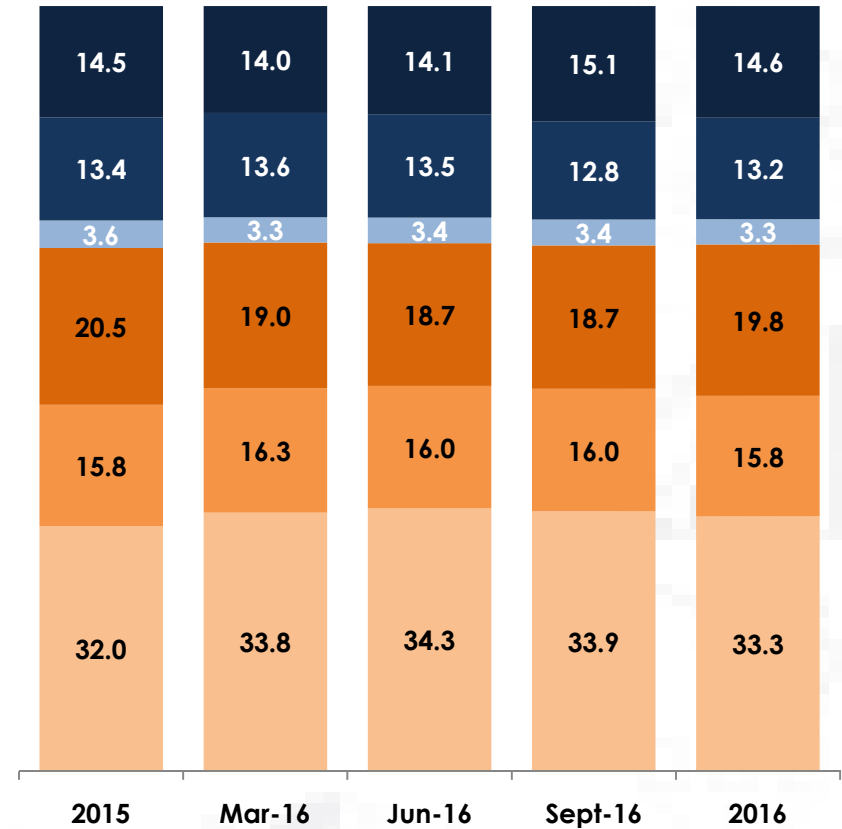
Loan – Mix and Growth

Loans Outstanding – by business segment

(IDR Trillion)



Composition – by business segment (%)

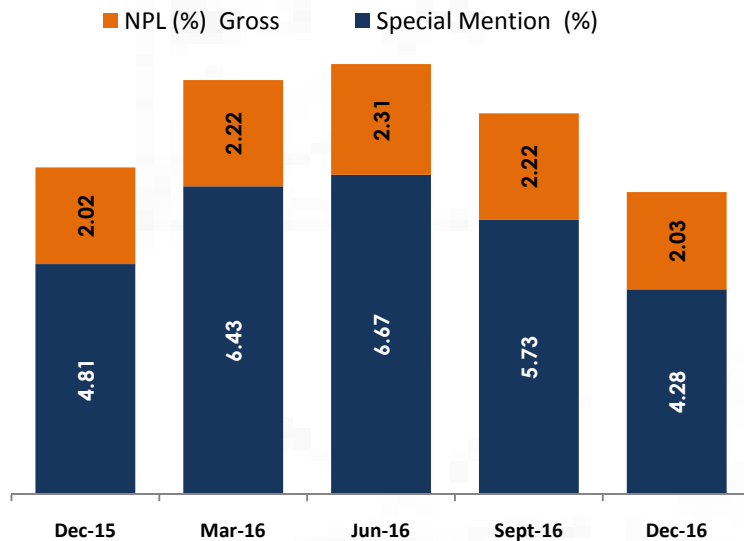


Loan – Asset Quality

Non Performing Loan - gross (%)

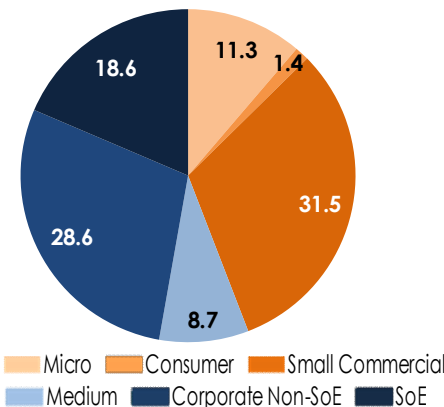
| NPL (%) | 2015 | Mar-16 | Jun-16 | Sep-16 | 2016 |
|------------------|-------------|-------------|-------------|-------------|-------------|
| Micro | 1.13 | 1.54 | 1.49 | 1.34 | 0.99 |
| Consumer | 1.30 | 1.48 | 1.53 | 1.53 | 1.18 |
| Sml. Com | 2.90 | 3.78 | 3.78 | 3.66 | 2.70 |
| Medium | 5.82 | 6.68 | 6.45 | 6.52 | 7.13 |
| Corp. Non-SoE | 4.78 | 3.78 | 4.67 | 4.78 | 5.61 |
| SoE | - | - | - | - | - |
| Total NPL | 2.02 | 2.22 | 2.31 | 2.22 | 2.03 |

Special Mention (%)

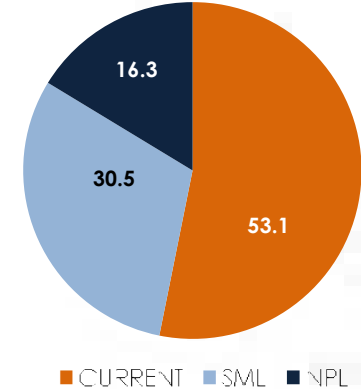


Note: Numbers stated in this page are bank only

Restructured Loan by Segment (%)

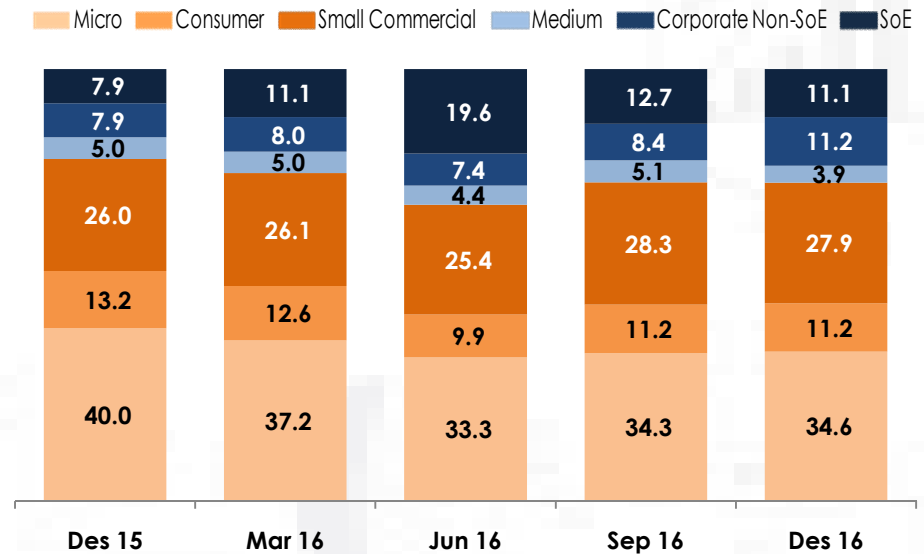


Restructured Loan by quality (%)



Total Restructured loan in FY'16 Rp37.1T

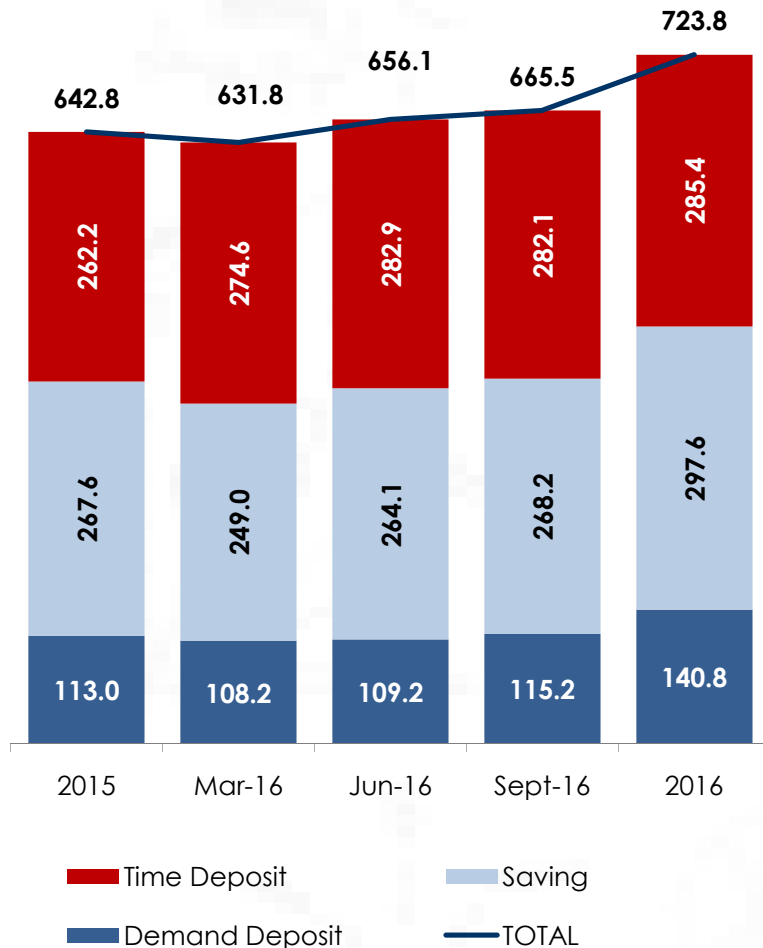
Special Mention Composition – by segment (%)



Deposits – Mix and Growth

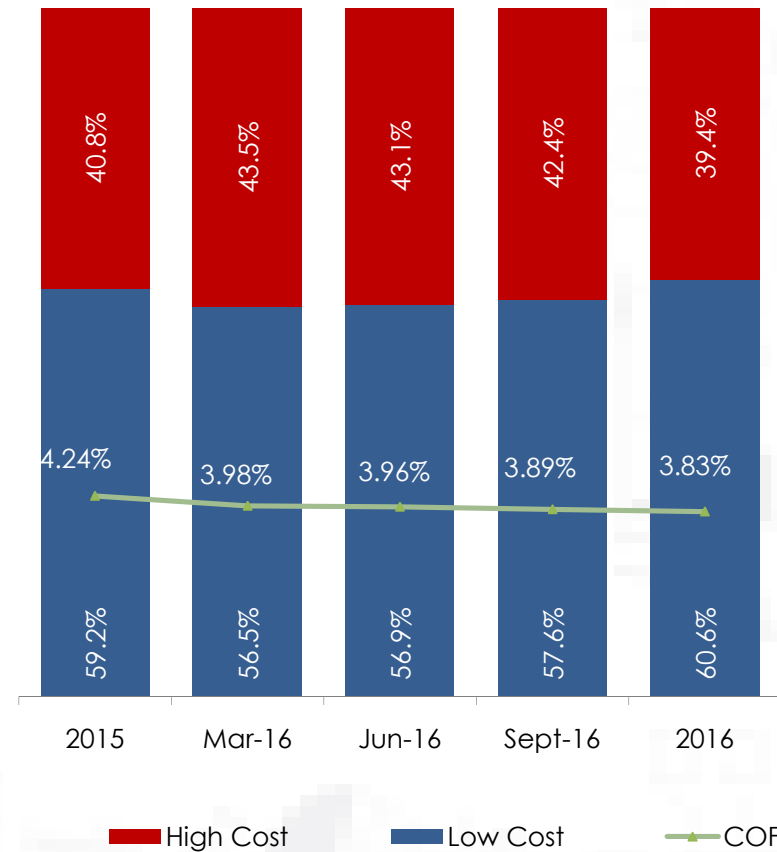
Deposits: Trend

(IDR Trillion)



Deposits Composition, COF & BI Rate

(%)



Income Statement

(IDR Billion)

| Description | 2015 | 2016 | g(YoY) | Q1'16 | Q2'16 | Q3'16 | Q4'16 | g(QoQ) |
|---------------------------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|
| Interest Income | 82,221 | 90,808 | 10.4% | 21,840 | 23,169 | 22,929 | 22,870 | -0.3% |
| Interest Expense | (25,710) | (25,612) | -0.4% | (6,514) | (6,484) | (6,361) | (6,253) | -1.7% |
| Net Interest Income | 56,511 | 65,196 | 15.4% | 15,326 | 16,685 | 16,569 | 16,617 | 0.3% |
| Fee & Other Opr. Income * | 13,670 | 16,679 | 22.0% | 3,663 | 4,681 | 3,588 | 4,747 | 32.3% |
| Gross Operating Income | 70,181 | 81,875 | 16.7% | 18,989 | 21,366 | 20,157 | 21,364 | 6.0% |
| Other Operating Expenses | (29,889) | (35,129) | 17.5% | (8,025) | (9,720) | (8,929) | (8,454) | -5.3% |
| Pre Provision Operating Profit | 40,292 | 46,746 | 16.0% | 10,963 | 11,645 | 11,228 | 12,910 | 15.0% |
| Provision | (8,581) | (13,320) | 55.2% | (3,589) | (3,750) | (3,782) | (2,198) | -41.9% |
| Non Operating Income (Net) | 500 | 15 | -97.0% | 220 | (110) | 87 | (182) | -309.8% |
| Profit Before Tax n Minor. Int. | 32,211 | 33,442 | 3.8% | 7,595 | 7,785 | 7,533 | 10,530 | 39.8% |
| Net Profit | 25,204 | 25,753 | 2.2% | 5,785 | 6,263 | 6,575 | 7,131 | 8.4% |

*) Detail on the Fee & Other Operating Income on page 36

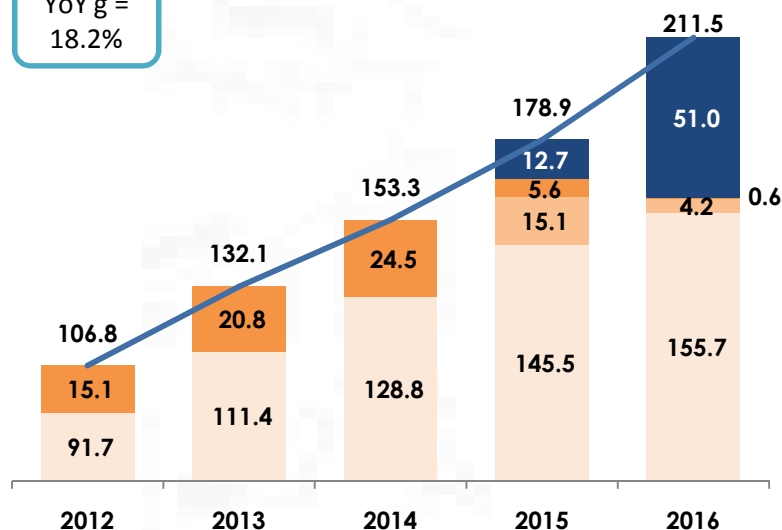
Business Updates

Micro Banking

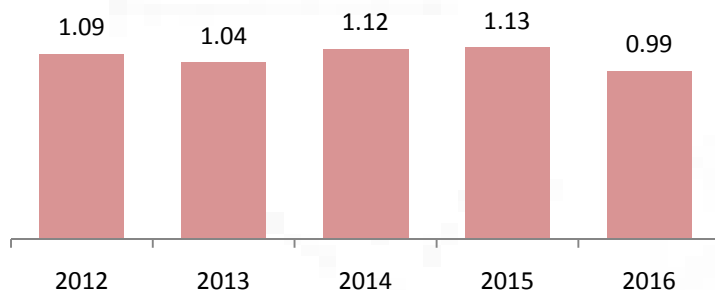
Micro Loans

(IDR Trillion)

YoY g =
18.2%



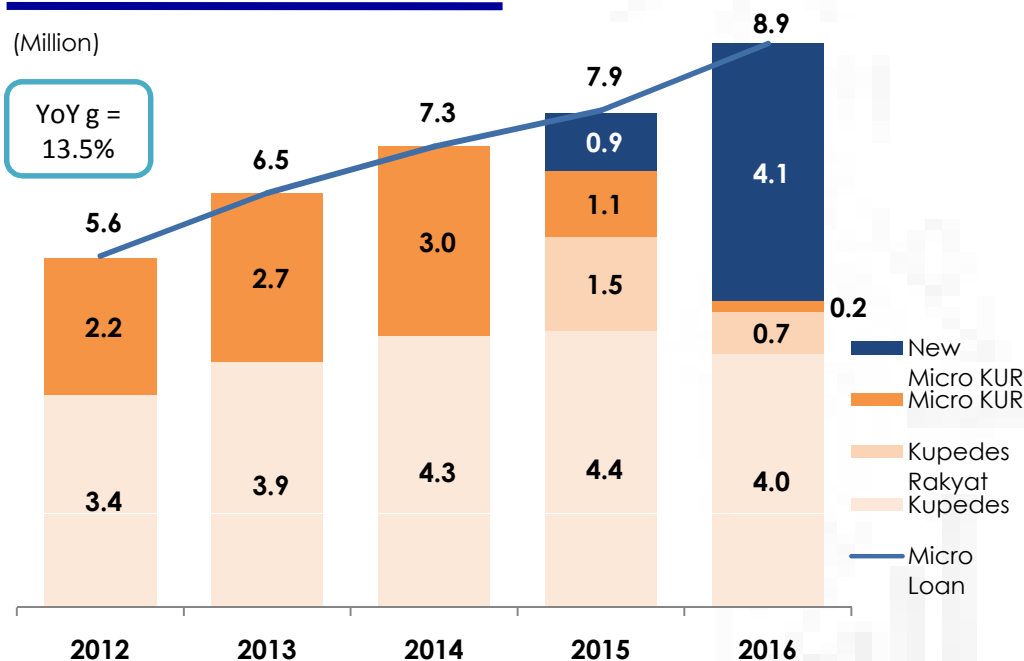
NPL – Micro Loans (%)



Micro Borrowers

(Million)

YoY g =
13.5%



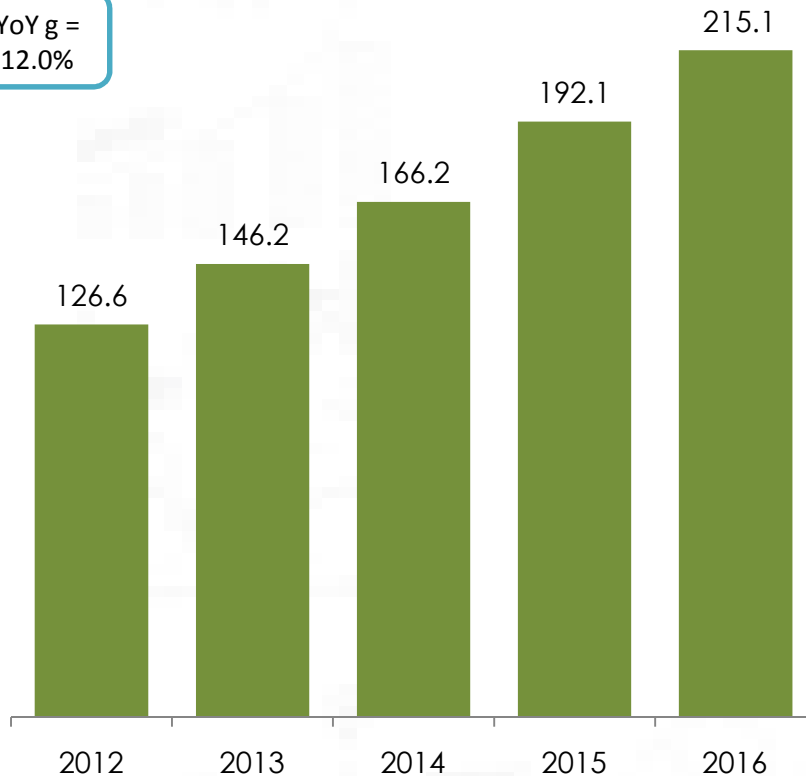
- Total Micro loans increased 18.2% yoy, with number of borrowers reaching 8.9 million.
- New KUR support the micro loan growth. The outstanding reached IDR51 trillion and 4.1 million borrowers and NPL at 0.55% as of FY16

Micro Funding, providing liquidity from stable core funding

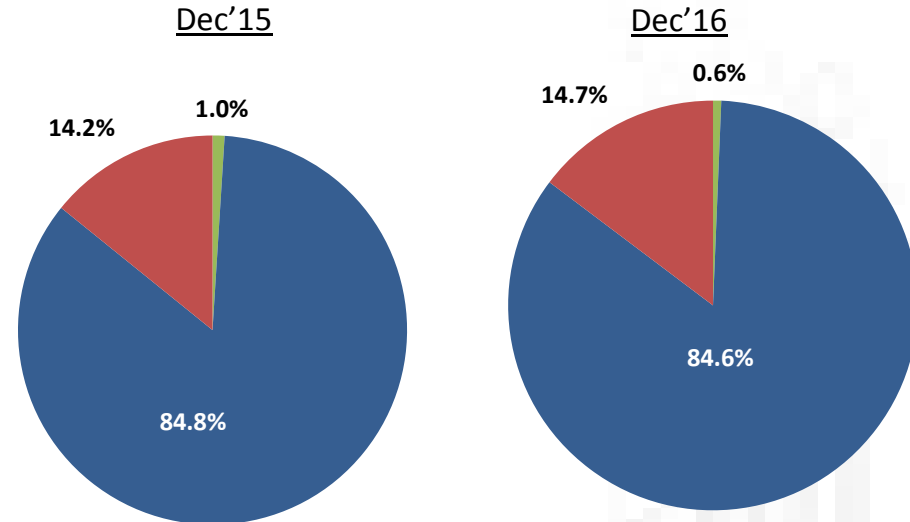
Micro Deposits

(IDR Trillion)

YoY g =
12.0%



Micro Deposits Composition



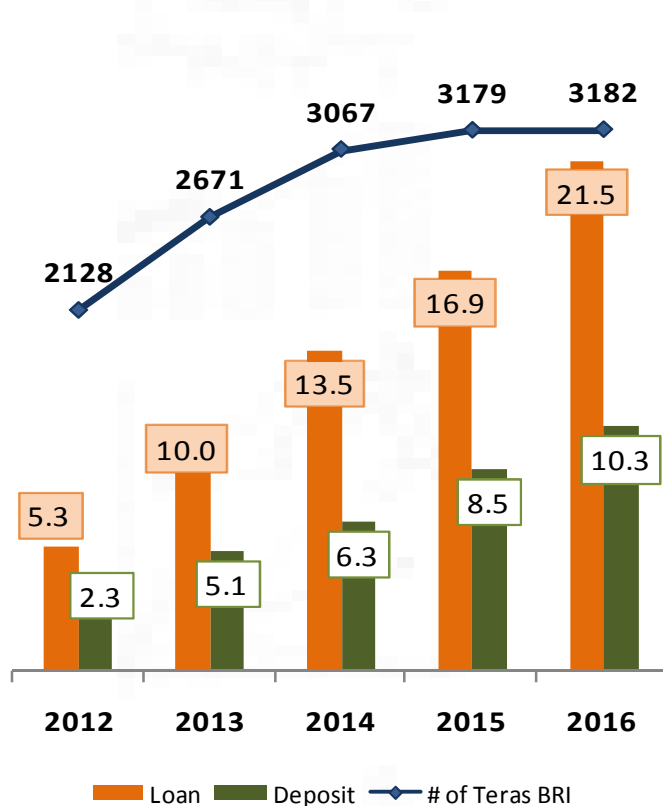
■ Demand Deposit ■ Saving ■ Time Deposit

- Micro deposits grew 12.0% yoy, lead by saving with 11.7% YoY growth
- Savings, with composition of 84.6%, still dominates micro deposits

Teras BRI - more accessible, getting closer to customers

TerasBRI - Performance

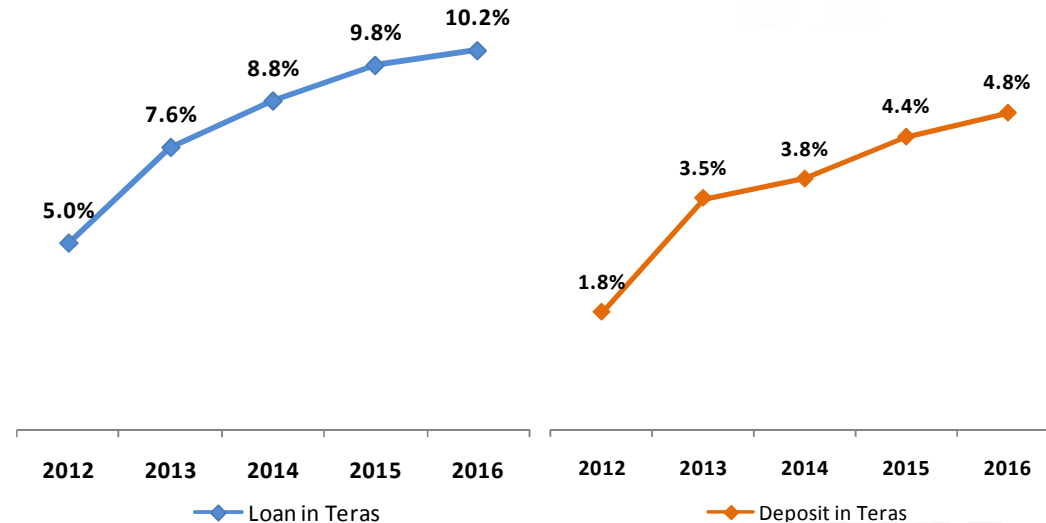
IDR Trillion



TerasBRI - Contribution to Micro Loan & Deposit

Loan

Deposit

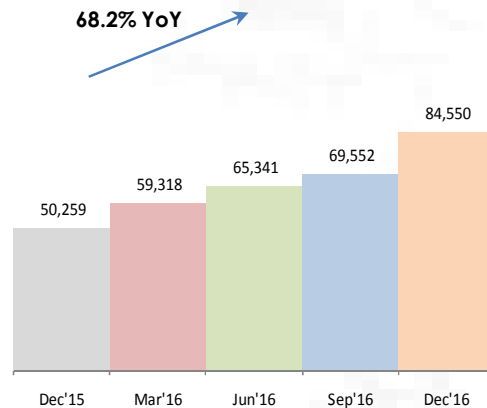


- TerasBRI continuously shows strong performance with loan growth of 27.2% and deposit growth of 21.2% yoy.
- Contribution of Teras BRI to Micro business performance keep increasing, in Dec '16 reached 10.2% and 4.8% of total micro loan and deposit

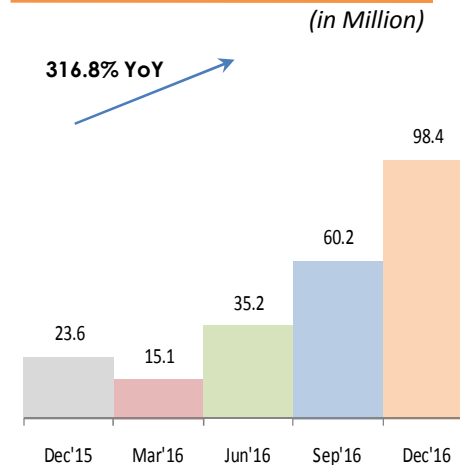


BRILink is utilization of BRI's e-banking infrastructure by third parties (BRILink Agent) through fee sharing scheme

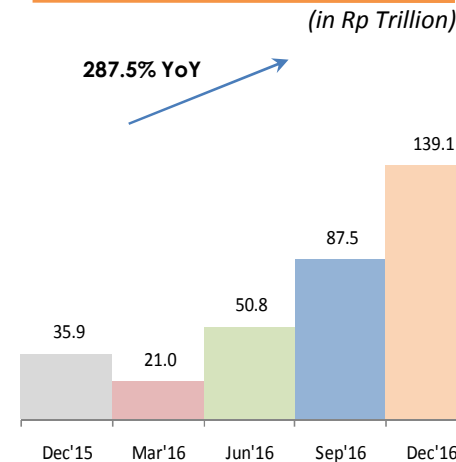
of Agent



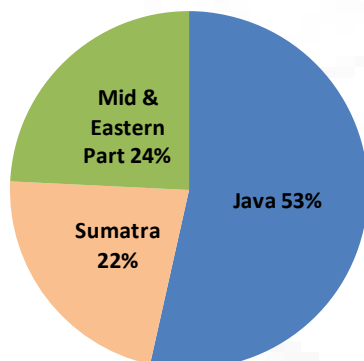
of Transaction



Transaction Volume

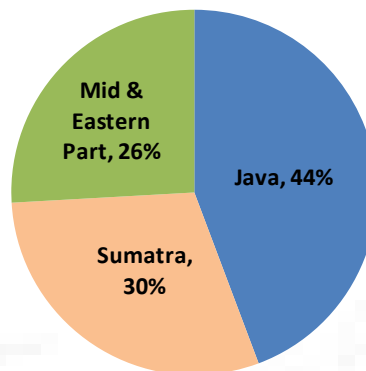


of Agent - Distribution



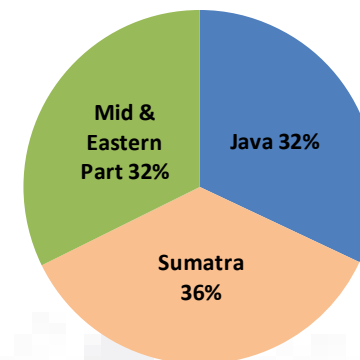
In Dec'16, Java (53%) dominates the Agent distribution

of Transaction - Distribution



In line with the Agent distribution, Java dominates the total BRILink transaction

Transaction Volume - Distribution



However, Sumatra with 36%, dominates the transaction volume



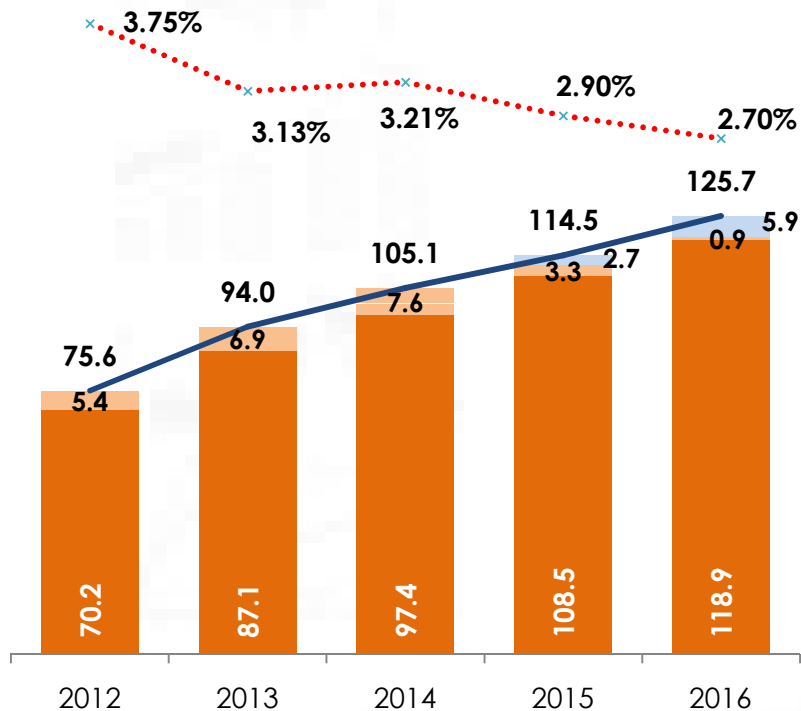
Small Commercial & Medium Loans

Small Commercial & Medium Loans

Small Commercial

(IDR Trillion)

YoY g =
9.8%

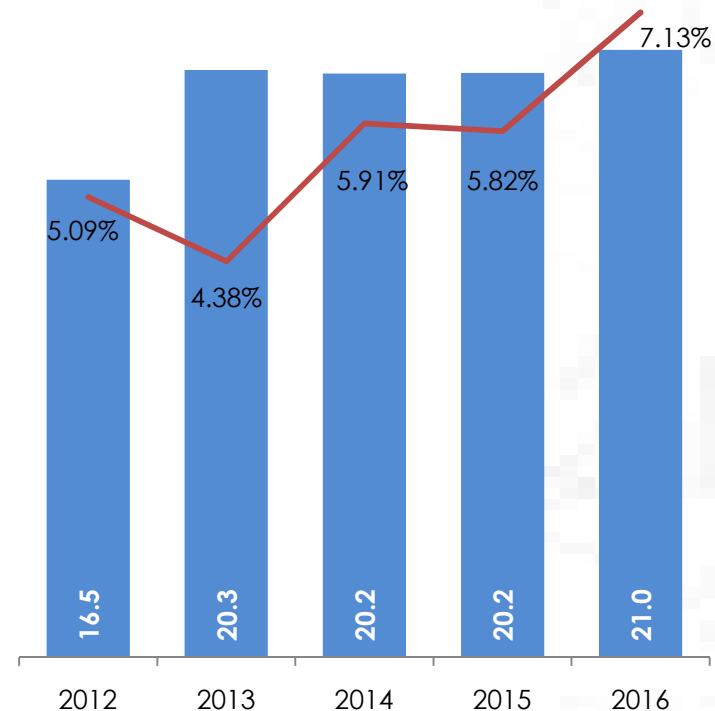


Commercial Non KUR Retail KUR
New Retail KUR Total Loan
NPL

Medium

(IDR Trillion)

YoY g =
4.0%

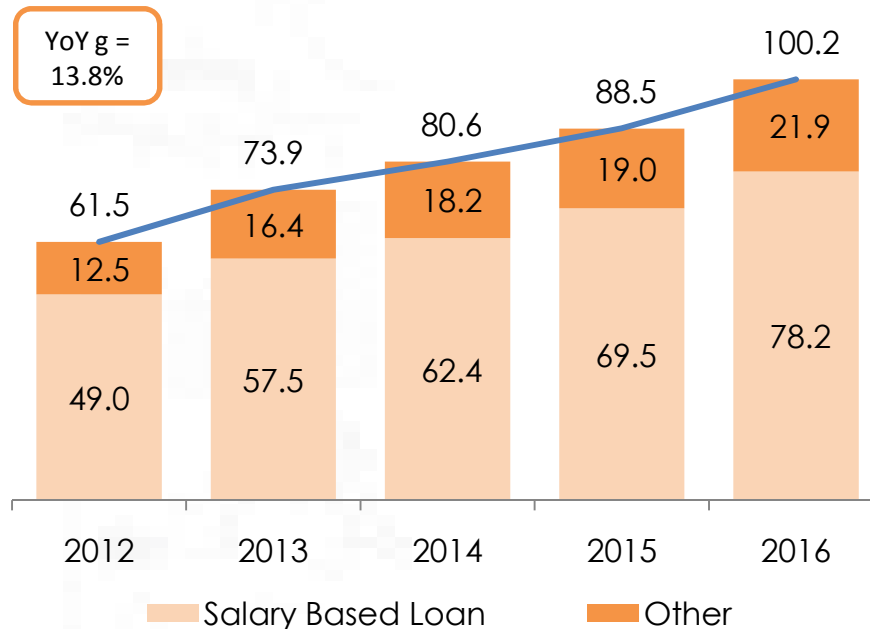


Total Loan NPL

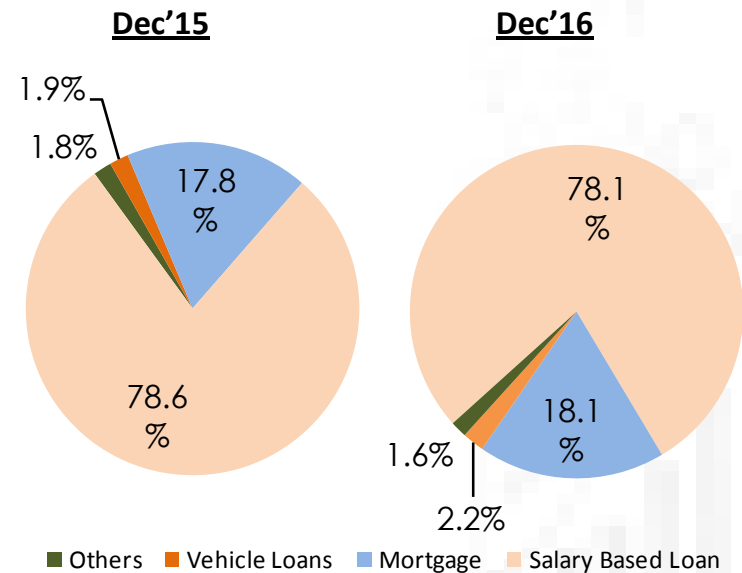
Consumer Loans

Consumer Loan

Loan Outstanding (IDR Trillion)

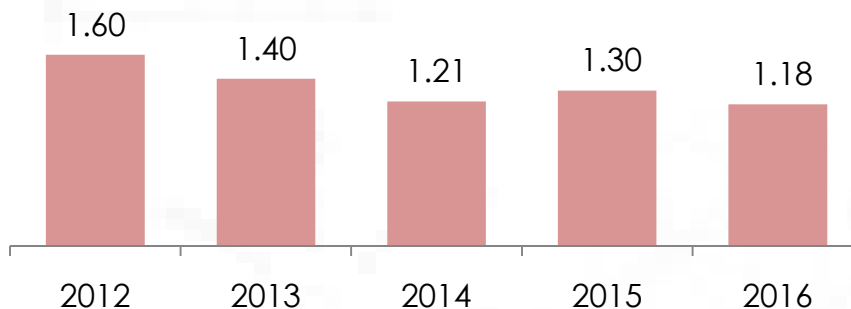


Composition



Increase salary based loan with growth of 12.5% YoY and maintaining NPL level around 0.8%

NPL (%)



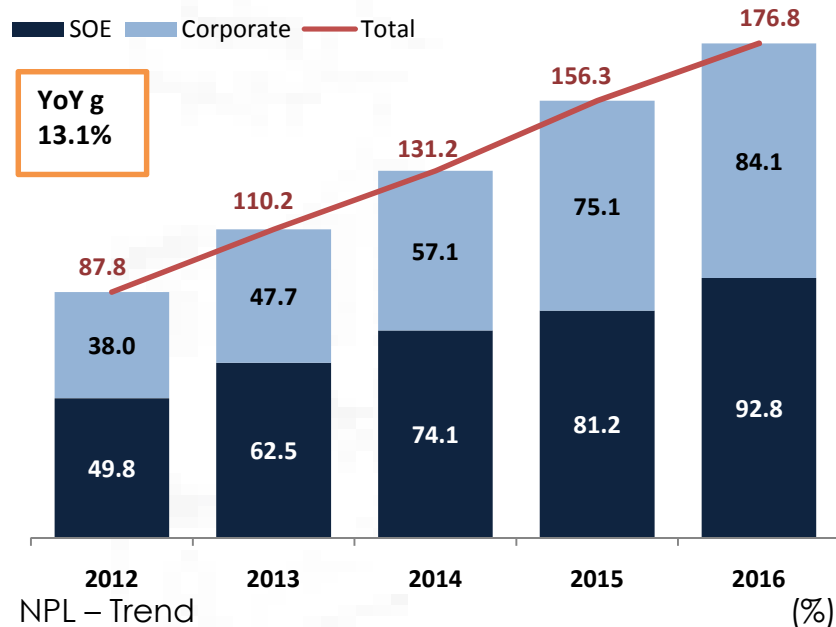
SoE & Corporate Loans

SOE & Corporate Loan

Grow the corporate segment in priority sectors to help maintain quality mix....

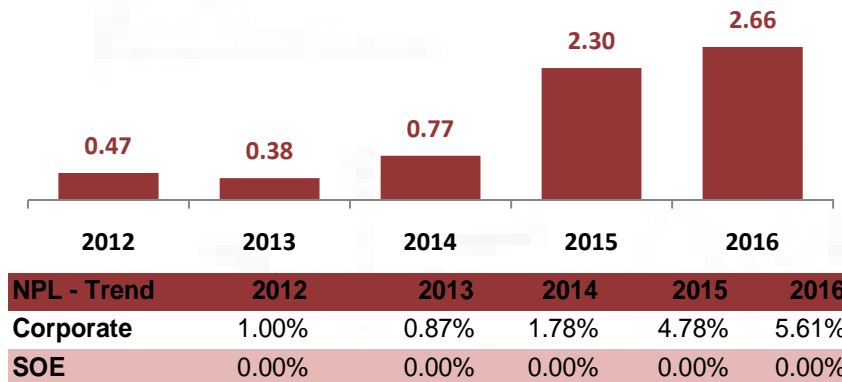
Loan Outstanding – Trend

(IDR Trillion)



NPL – Trend

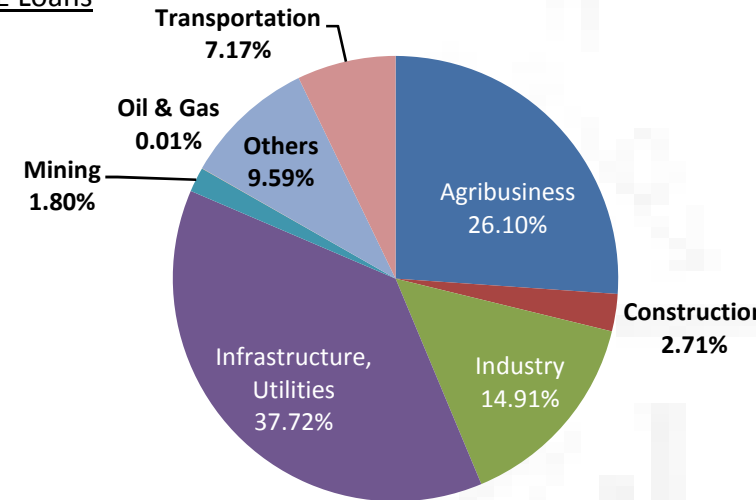
(%)



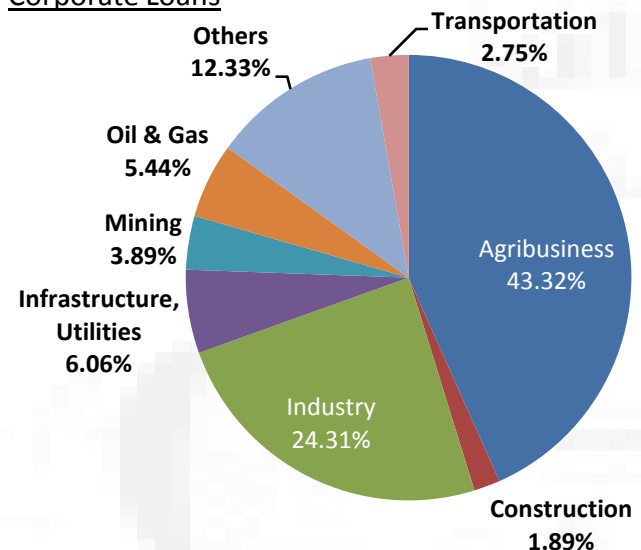
Note: Numbers stated in this page are bank only

By Business Segment

SOE Loans



Corporate Loans

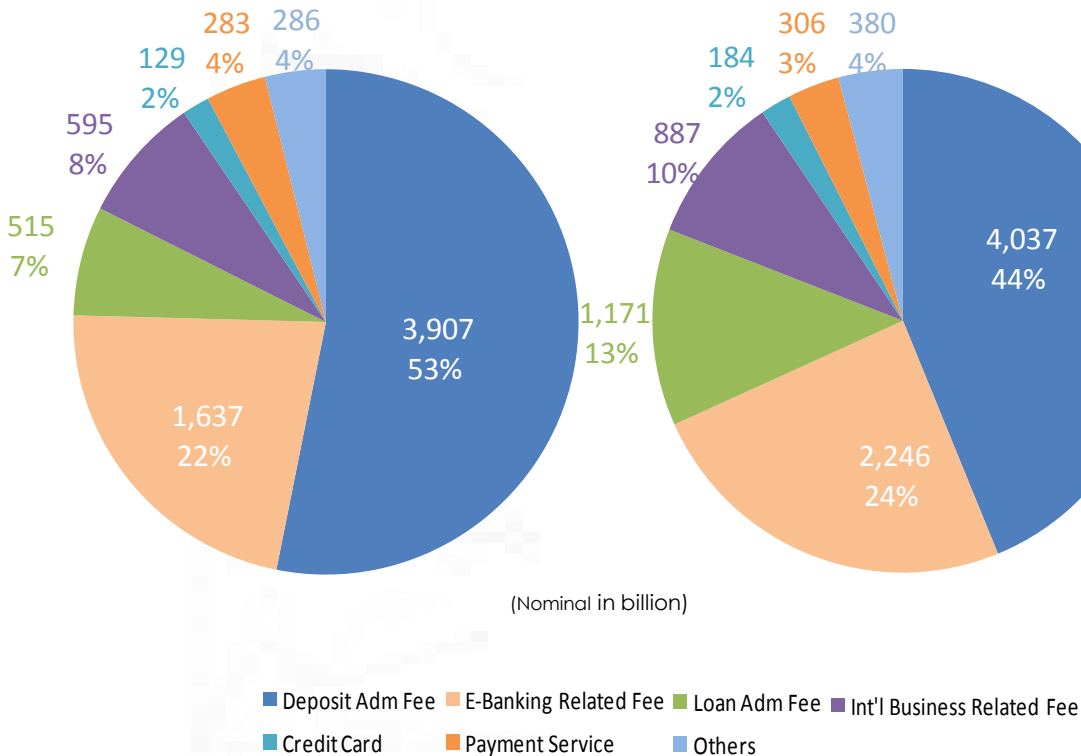


Fee Based Income

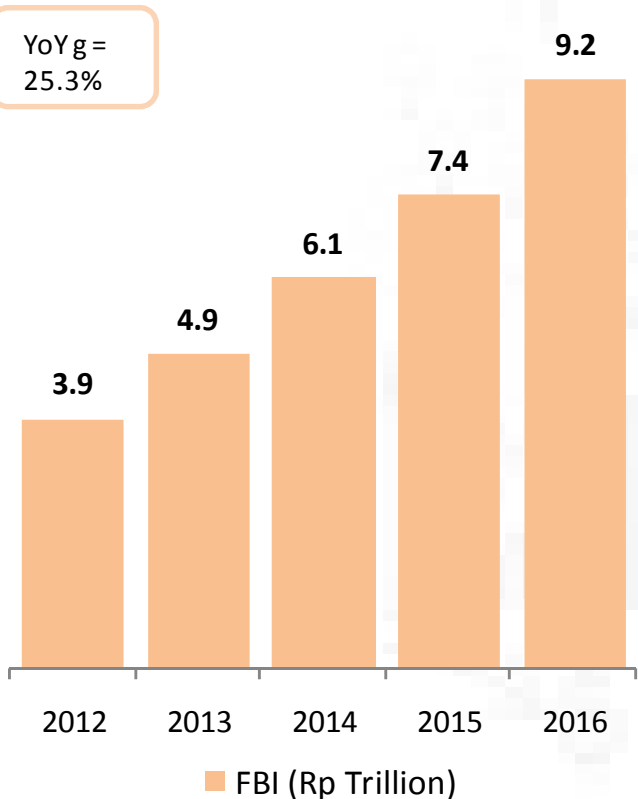
Fee Based Income - composition

Dec'15

Dec'16



Fee Based Income



- Fee based income grew at 25.3% (yoy) and currently FBI to Total Income reach 8.6%
- Loan admin fee increased yoy, 127.5%, raising it's portion from 7% to 13% of the total Fee Based Income.

Key Take Aways

- Stable loan growth in FY16 of 14.2% yoy was supported by Micro, Consumer and SOE segments.
- Improving NIM due to lower COF.
- Stable loan quality reflected in NPL of 2.13%.
- Moderate growth of EPS by 3.2% yoy to provide better bank only NPL coverage ratio of 170.3% in FY16.

Target 2017

| | | |
|--------------------------|----------|--------------------|
| Loan Growth | : | 12% – 14% |
| LDR | : | 90% +/- 2% |
| NPL | : | 2.2% - 2.4% |
| Credit Cost | : | 2.2% - 2.4% |
| Coverage Ratio | : | 160%-170% |
| NIM | : | 8% - 8.2% |
| OPEX Growth | : | 15% - 18% |
| CER | : | 43% - 45% |
| Net Profit Growth | : | 3% - 5% |

Appendixes

Financial Ratios

| Description | 2015 | Q1'16 | 1H'16 | 9Mo'16 | 2016 |
|---------------------------------|--------|--------|--------|--------|--------|
| Cost of Fund (COF) | 4.24% | 3.98% | 3.96% | 3.89% | 3.83% |
| Loan to Deposit Ratio | 86.88% | 88.81% | 90.03% | 90.68% | 87.77% |
| Net Interest Margin (NIM) | 8.13% | 8.09% | 8.43% | 8.41% | 8.27% |
| NPL ratio - Gross | 2.02% | 2.22% | 2.31% | 2.22% | 2.03% |
| NPL ratio - Nett | 1.22% | 1.35% | 1.43% | 1.18% | 1.09% |
| Earning Asset Provision | 2.37% | 2.54% | 2.75% | 2.89% | 2.75% |
| Opr. Expense to Opr. Income | 67.96% | 71.11% | 71.39% | 71.56% | 68.93% |
| Cost Efficiency Ratio (CER) | 43.81% | 42.06% | 43.59% | 43.56% | 42.63% |
| Tier I CAR | 16.76% | 15.84% | 18.56% | 20.88% | 21.91% |
| Total CAR | 20.59% | 19.49% | 22.10% | 21.88% | 22.91% |
| Return on Assets (ROA) - b.t | 4.19% | 3.65% | 3.68% | 3.59% | 3.84% |
| Return on Assets (ROA) - a.t | 3.28% | 2.95% | 2.88% | 2.92% | 2.96% |
| Return on Equity (ROE) - Tier I | 29.89% | 26.55% | 25.24% | 23.97% | 23.08% |
| Return on Equity (ROE) - B/S | 24.39% | 21.44% | 20.51% | 20.00% | 19.98% |
| Primary Reserve Requirement | 9.31% | 6.52% | 6.54% | 6.64% | 6.94% |
| Net Open Position | 2.33% | 5.13% | 3.29% | 10.56% | 6.67% |
| CASA | 59.21% | 56.54% | 56.89% | 57.61% | 60.57% |

√ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T

√ Tier I CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Sources of Income

Total Income

IDR Billion

| Total Income | 2015 | 2016 | g(YoY) | Q1'16 | Q2'16 | Q3'16 | Q4'16 | g(QoQ) |
|----------------------------|---------------|----------------|--------------|---------------|---------------|---------------|---------------|-------------|
| Interest income | 82,221 | 90,808 | 10.4% | 21,840 | 23,169 | 22,929 | 22,870 | -0.3% |
| Fee & Other Opr.Income | 13,670 | 16,679 | 22.0% | 3,663 | 4,680 | 3,588 | 4,747 | 32.3% |
| Non Operating Income (net) | 500 | 15 | -97.0% | 220 | (110) | 87 | (182) | -309.8% |
| Total Income | 96,391 | 107,502 | 11.5% | 25,724 | 27,739 | 26,604 | 27,435 | 3.1% |

Interest Income

IDR Billion

| Interest Income | 2015 | 2016 | g(YoY) | Q1'16 | Q2'16 | Q3'16 | Q4'16 | g(QoQ) |
|--------------------------------|---------------|---------------|--------------|---------------|---------------|---------------|---------------|--------------|
| Interest from Loans | 73,376 | 80,957 | 10.3% | 19,165 | 20,631 | 20,816 | 20,345 | -2.3% |
| Int. from Other Earning Assets | 8,845 | 9,852 | 11.4% | 2,675 | 2,538 | 2,113 | 2,526 | 19.5% |
| Total Interest Income | 82,221 | 90,809 | 10.4% | 21,840 | 23,169 | 22,929 | 22,871 | -0.3% |

Fee & Other Operating Income

IDR Billion

| Fee & Other Operating Income | 2015 | 2016 | g(YoY) | Q1'16 | Q2'16 | Q3'16 | Q4'16 | g(QoQ) |
|--|---------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Gain Fr Value Increase of Securities and Govt. Recap Bonds | 63 | 374 | 490.8% | 78 | 133 | 99 | 63 | -36.3% |
| Gain fr unrealized change fair value and Govt. Recap Bonds | | | | 3 | 6 | (9) | - | -100.0% |
| Fees and Commissions | 7,352 | 9,210 | 25.3% | 1,967 | 2,175 | 2,427 | 2,641 | 8.8% |
| Gain fr Forex | 458 | - | | - | - | - | - | |
| Recovery | 3,780 | 4,461 | 18.0% | 947 | 1,078 | 999 | 1,438 | 43.9% |
| Others | 2,017 | 2,634 | 30.6% | 668 | 1,289 | 72 | 605 | 735.6% |
| Total Fee & Other Opr. Income | 13,670 | 16,679 | 22.0% | 3,663 | 4,680 | 3,588 | 4,747 | 32.3% |

Other Operating Expenses

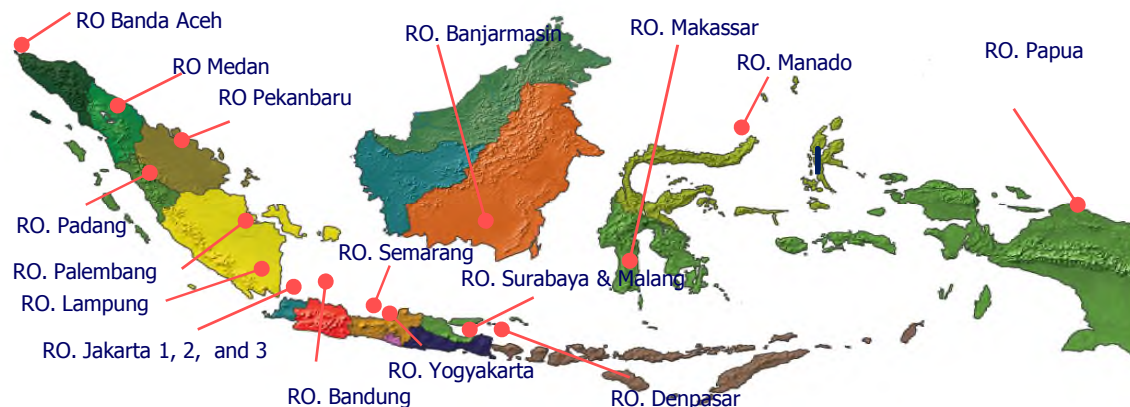
IDR Billion

| Other Operating Expenses | 2015 | 2016 | g(YoY) | Q1'16 | Q2'16 | Q3'16 | Q4'16 | g(QoQ) |
|---|---------------|---------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Personnel | 15,961 | 17,648 | 10.6% | 4,264 | 5,664 | 4,461 | 3,259 | -26.9% |
| General and Administration | 9,918 | 11,325 | 14.2% | 2,416 | 2,818 | 2,613 | 3,478 | 33.1% |
| Losses fr decrease of Securities and Govt. Bonds value | 7 | - | | - | - | 2 | (2) | -200.0% |
| Losses from forex transaction | - | 272 | | 73 | 180 | 201 | (182) | -190.8% |
| Premium Paid on Govt Guarantees | 1,248 | 1,308 | 4.8% | 320 | 320 | 334 | 334 | 0.0% |
| Promotion | 858 | 1,265 | 47.3% | 168 | 307 | 224 | 566 | 152.7% |
| Others | 1,897 | 3,312 | 74.6% | 785 | 430 | 1,094 | 1,002 | -8.5% |
| Total Other Opr. Expenses | 29,889 | 35,129 | 17.5% | 8,025 | 9,720 | 8,929 | 8,454 | -5.3% |

Others

The Most Extensive and Largest Networks

Regional Office Distribution



| Outlets | 2012 | 2013 | 2014 | 2015 | 2016 | YoY |
|------------------|--------------|--------------|---------------|---------------|---------------|-----------|
| Head Offices | 1 | 1 | 1 | 1 | 1 | - |
| Regional Offices | 18 | 18 | 19 | 19 | 19 | - |
| Branches | 446 | 453 | 461 | 467 | 467 | - |
| Sub Branches | 545 | 565 | 584 | 603 | 609 | 6 |
| BRI Units | 5,000 | 5,144 | 5,293 | 5,360 | 5,380 | 20 |
| Cash Offices | 914 | 950 | 971 | 983 | 984 | 1 |
| Teras BRI | 1,778 | 2,206 | 2,457 | 2,543 | 2,545 | 2 |
| Teras Mobile | 350 | 465 | 610 | 636 | 638 | 2 |
| Total | 9,052 | 9,802 | 10,396 | 10,612 | 10,643 | 31 |

| E-Channel | 2012 | 2013 | 2014 | 2015 | 2016 | YoY |
|--------------|---------------|----------------|----------------|----------------|----------------|---------------|
| ATM | 14,292 | 18,292 | 20,792 | 22,792 | 24,292 | 1,500 |
| EDC | 44,715 | 85,936 | 131,204 | 187,758 | 257,712 | 69,954 |
| CRM | 92 | 192 | 392 | 892 | 1,392 | 500 |
| E-Buzz | 42 | 50 | 55 | 57 | 57 | - |
| Total | 59,141 | 104,470 | 152,443 | 211,499 | 283,453 | 71,954 |

*Total working units are including 4 overseas offices

Note: Numbers stated in this presentation are bank only



Regional Offices



Branch Offices



Sub-Branch Offices



Cash Counter



BRI Unit



Teras BRI

BRI Rating

| FITCH | |
|---------------------------------------|----------------------------------|
| - Long Term Foreign Currency IDR | BBB-, Stable Outlook |
| - Short Term Foreign Currency IDR | F3 |
| - Support Rating Floor | BBB- |
| - Support Rating | 2 |
| - Viability Rating | bb+ |
| - National Long-Term Rating | AAA (idn), Stable Outlook |
| - Rupiah Subordinated Debt | A+ (idn) |
| - Senior Unsecured Notes | BBB- |
| STANDARD AND POORS | |
| - Outlook | Stable |
| - Long Term Foreign Issuer Credit | BB+ |
| - Long Term Local Issuer Credit | BB+ |
| - Short Term Foreign Issuer Credit | B |
| - Short Term Local Issuer Credit | B |
| MOODY'S | |
| - Outlook | Positive |
| - Bank Deposit | Baa3/P-3 |
| - Bank Financial Strength | D+ |
| - Baseline Credit Assessment | Baa3 |
| - Adjusted Baseline Credit Assessment | Baa3 |
| - Senior Unsecured Notes | Baa3 |
| PEFINDO | |
| - National Rating | id AAA, Stable Outlook |
| Indonesia Sovereign Ratings | |
| Standard and Poors | BB+, Positive Outlook |
| Fitch | BBB-, Positive Outlook |
| Moody's | Baa3, Positive Outlook |
| Japan Credit Rating Agency | BBB-, Positive Outlook |

Country Rating

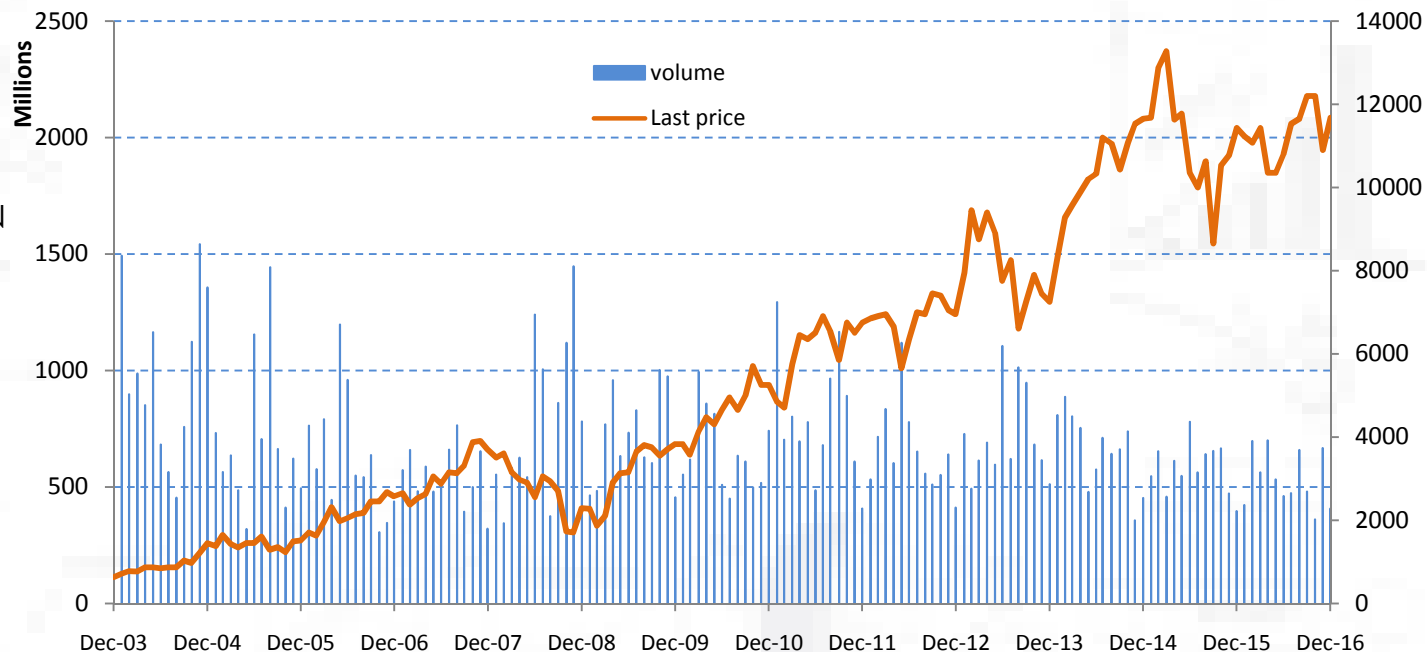
Shareholders Composition

| Shareholder | 2003 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 |
|-------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Government | 59.50% | 56.75% | 56.75% | 56.75% | 56.75% | 56.75% | 56.75% | 56.75% |
| Public | 40.50% | 43.25% | 43.25% | 43.25% | 43.25% | 43.25% | 43.25% | 43.25% |
| Foreign | 79.06% | 85.11% | 83.93% | 82.84% | 78.94% | 82.49% | 78.12% | 80.12% |
| Domestic | 20.94% | 14.84% | 16.07% | 17.16% | 21.06% | 17.51% | 21.88% | 19.88% |

Stock Price: Trend

BBRI Stock is member of:

- JCI Index
- LQ45 Index (Top 45 liquid stocks)
- SRI KEHATI Index (a UN affiliated biodiversity Index of 25 stocks)



5 Years Data...

Balance Sheet

(IDR Billion)

| Description | 2012 | 2013 | 2014 | 2015 | 2016 | g(YoY) |
|------------------------------------|----------------|----------------|----------------|----------------|----------------|--------------|
| Total Assets | 535,209 | 606,370 | 778,046 | 845,998 | 964,001 | 13.9% |
| - Gross Loans | 348,227 | 430,618 | 490,403 | 558,436 | 635,291 | 13.8% |
| - Government Bonds (Recap) | 4,316 | 4,511 | 4,304 | 3,816 | 3,318 | -13.0% |
| - Other Earnings Assets | 131,547 | 115,168 | 211,325 | 190,735 | 230,252 | 20.7% |
| Total Earning Assets | 484,089 | 550,297 | 706,031 | 752,987 | 868,862 | 15.4% |
| Earning Assets Provision | (14,584) | (15,072) | (15,785) | (17,030) | (21,944) | 28.9% |
| Total Earning Assets (net) | 469,505 | 535,225 | 690,246 | 735,957 | 846,918 | 15.1% |
| Total Non Earning Assets | 65,704 | 71,145 | 87,800 | 110,041 | 117,083 | 6.4% |
| Total Liabilities & S.E | 535,209 | 606,370 | 778,046 | 845,998 | 964,001 | 13.9% |
| Total Customer Deposits | 436,098 | 486,366 | 600,404 | 642,774 | 723,845 | 12.6% |
| - Demand Deposits | 78,753 | 78,017 | 89,076 | 112,989 | 140,764 | 24.6% |
| - Savings | 182,643 | 210,004 | 232,414 | 267,607 | 297,649 | 11.2% |
| - Time Deposits | 174,702 | 198,346 | 278,915 | 262,178 | 285,432 | 8.9% |
| Other Interest Bearing Liabilities | 14,466 | 19,873 | 56,677 | 67,712 | 68,659 | 1.4% |
| Non Interest Bearing Liabilities | 20,008 | 21,261 | 23,784 | 23,120 | 26,038 | 12.6% |
| Tier I Capital | 51,593 | 65,964 | 82,109 | 89,992 | 136,670 | 51.9% |
| Total Shareholder's Equity | 64,637 | 78,870 | 97,181 | 112,392 | 145,458 | 29.4% |
| Book Value per Shares *) | 2,620.17 | 3,197.11 | 3,939.37 | 4,555.96 | 5,896.34 | 29.4% |

Note: √ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T
 √ Tier I CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)

Income Statement

(IDR Billion)

| Description | 2012 | 2013 | 2014 | 2015 | 2016 | g(YoY) |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|--------------|
| Interest Income | 47,922 | 57,301 | 72,466 | 82,221 | 90,808 | 10.4% |
| Interest Expense | (12,461) | (14,395) | (22,346) | (25,710) | (25,612) | -0.4% |
| Net Interest Income | 35,461 | 42,906 | 50,120 | 56,511 | 65,196 | 15.4% |
| Fee & Other Opr. Income | 8,166 | 8,165 | 9,178 | 13,670 | 16,679 | 22.0% |
| Gross Operating Income | 43,627 | 51,071 | 59,298 | 70,181 | 81,875 | 16.7% |
| Other Operating Expenses | (18,602) | (21,284) | (25,458) | (29,889) | (35,129) | 17.5% |
| Pre Provision Operating Profit | 25,025 | 29,788 | 33,840 | 40,292 | 47,746 | 16.0% |
| Provision | (2,555) | (3,916) | (5,613) | (8,581) | (13,320) | 55.2% |
| Non Operating Income (Net) | 1,169 | 1,776 | 2,497 | 500 | 15 | -97.0% |
| Profit Before Tax n Minor. Int. | 23,639 | 27,648 | 30,724 | 32,211 | 33,442 | 3.8% |
| Net Profit | 18,521 | 21,160 | 24,176 | 25,204 | 25,753 | 2.2% |
| EPS | 750.8 | 857.8 | 980.0 | 1,021.7 | 1,044.0 | 2.2% |

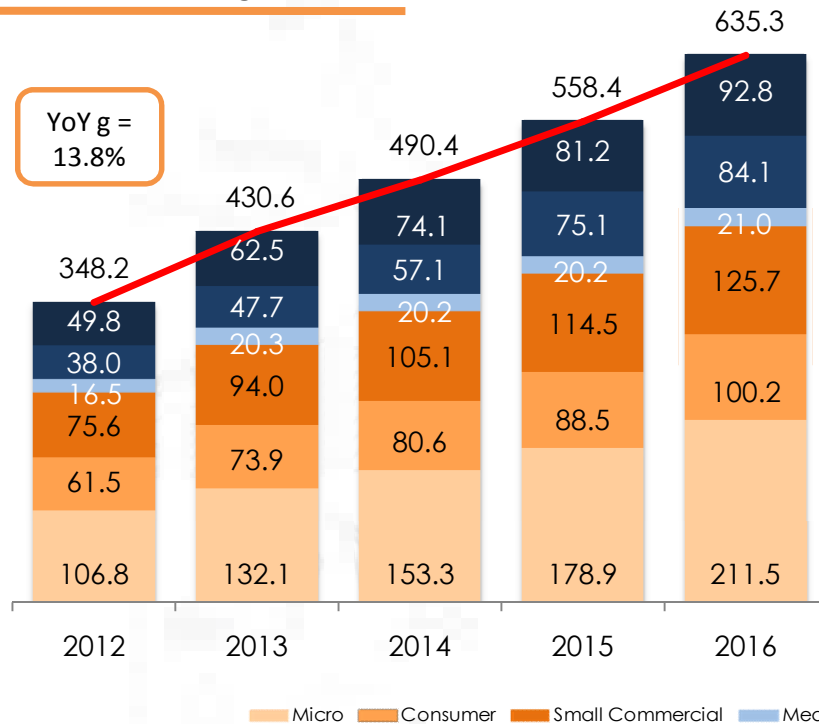
Ratios

| Description | 2012 | 2013 | 2014 | 2015 | 2016 |
|---------------------------------|--------|--------|--------|--------|--------|
| Cost of Fund (COF) | 3.68% | 3.71% | 4.38% | 4.24% | 3.83% |
| Loan to Deposit Ratio | 79.85% | 88.54% | 81.68% | 86.88% | 87.77% |
| Net Interest Margin (NIM) | 8.42% | 8.55% | 8.51% | 8.13% | 8.27% |
| NPL ratio - Gross | 1.78% | 1.55% | 1.69% | 2.02% | 2.03% |
| NPL ratio - Nett* | 0.34% | 0.31% | 0.36% | 1.22% | 1.09% |
| Earning Asset Provision | 3.43% | 2.90% | 2.40% | 2.37% | 2.75% |
| Opr. Expense to Opr. Income | 59.93% | 60.58% | 65.42% | 67.96% | 68.93% |
| Cost Efficiency Ratio (CER) | 43.11% | 42.13% | 43.18% | 43.81% | 42.77% |
| Tier I CAR | 15.86% | 16.13% | 17.54% | 16.76% | 21.91% |
| Total CAR | 16.95% | 16.99% | 18.31% | 20.59% | 22.91% |
| Return on Assets (ROA) - b.t | 5.15% | 5.03% | 4.73% | 4.19% | 3.84% |
| Return on Assets (ROA) - a.t | 4.04% | 3.85% | 3.72% | 3.28% | 2.96% |
| Return on Equity (ROE) - Tier I | 38.66% | 34.11% | 31.19% | 29.89% | 23.08% |
| Return on Equity (ROE) - B/S | 32.41% | 30.10% | 27.87% | 24.39% | 19.98% |
| Primary Reserve Requirement | 10.64% | 8.02% | 8.07% | 9.31% | 6.94% |
| Net Open Position | 3.00% | 3.15% | 3.86% | 2.33% | 6.67% |
| CASA | 59.94% | 59.22% | 53.55% | 59.21% | 60.57% |

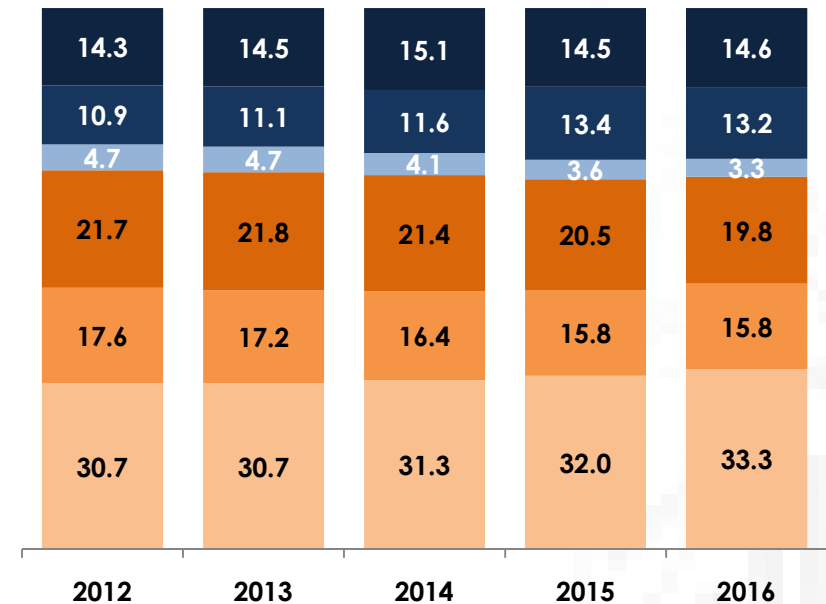
Note: √ Increase Asset and Capital in 1H2016 due to asset revaluation recognition amounting to Rp.14.3T
 √ Tier I CAR in Q3 2016 increased due to reclassification of appropriated reserve (Tier 2) to retained earning (Tier 1)
 √ NPL (nett) is after provision for impaired loan (2015 and 2016)

5 Years Data...

Loan Outstanding (IDR Trillion)



Loan Composition (%)



Loan Quality

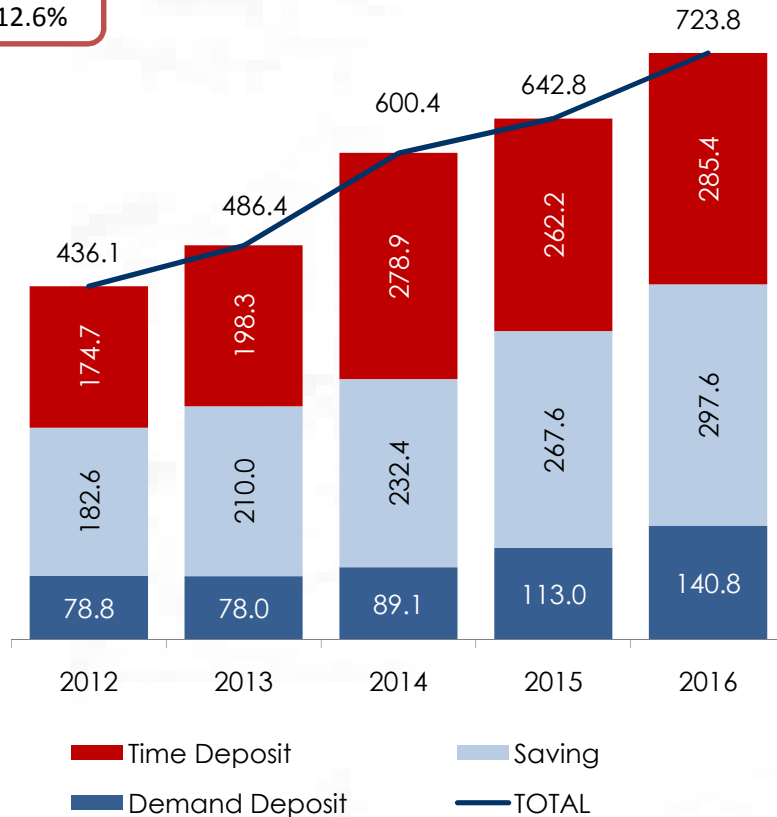
| NPL (%) | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------|-------------|-------------|-------------|-------------|-------------|
| Micro | 1.09 | 1.04 | 1.12 | 1.13 | 0.99 |
| Consumer | 1.60 | 1.40 | 1.21 | 1.30 | 1.18 |
| Sml. Com | 3.75 | 3.13 | 3.21 | 2.90 | 2.70 |
| Medium | 5.09 | 4.38 | 5.91 | 5.82 | 7.13 |
| Corp. Non-SoE | 1.00 | 0.87 | 1.78 | 4.78 | 5.61 |
| SoE | - | - | - | - | - |
| Total NPL | 1.78 | 1.55 | 1.69 | 2.02 | 2.03 |

| SML (%) | 2012 | 2013 | 2014 | 2015 | 2016 |
|------------------|-------------|-------------|-------------|-------------|-------------|
| MICRO | 6.81 | 6.37 | 7.15 | 6.00 | 4.45 |
| CONSUMER | 4.59 | 4.51 | 4.60 | 4.02 | 3.04 |
| SMALL COMMERCIAL | 7.38 | 7.12 | 6.80 | 6.09 | 6.05 |
| MEDIUM | 8.80 | 7.87 | 7.03 | 6.67 | 5.10 |
| CORPORATE | 4.52 | 7.19 | 9.50 | 2.82 | 3.59 |
| SOE | 1.26 | 0.00 | 3.05 | 2.60 | 3.30 |
| Total SML | 5.59 | 5.45 | 6.30 | 4.81 | 4.28 |

Deposits: Trend

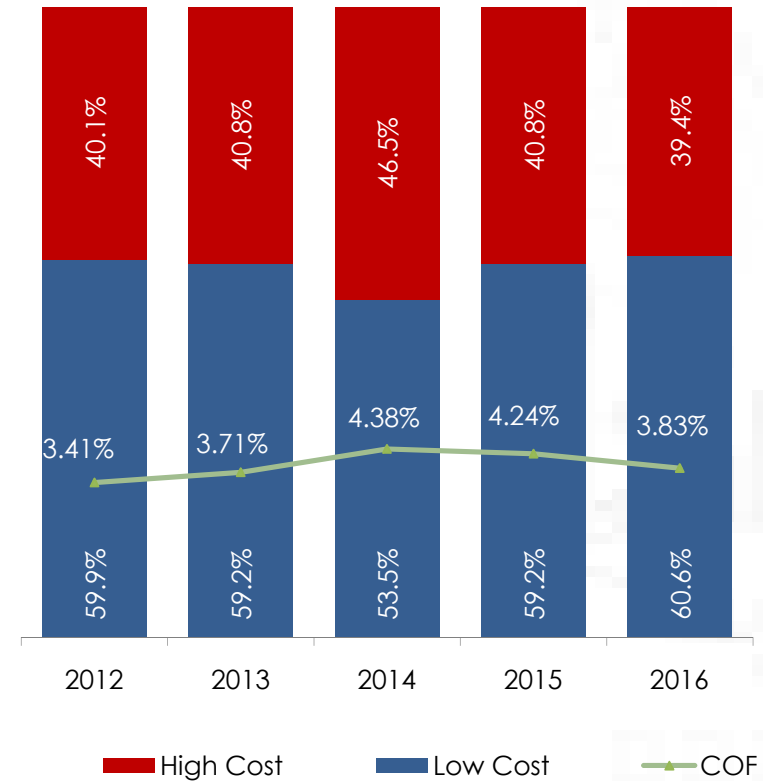
(IDR Trillion)

YoY g =
12.6%



Deposits Composition, COF & BI Rate

(%)



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